

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Northern Airframes, llc

#### Alaska Manufacturing Extension Partnership

#### Aircraft Manufacturer Business Takes Off

##### Client Profile:

Northern Airframes, LLC, located in Chugiak, Alaska services the rugged Piper Aviation's PA-18 Super Cub aircraft. The company employs 10 people.

##### Situation:

The Super Cub ceased production in 1981 after a 32-year production run, creating a large aftermarket for parts and service for the rugged aircraft. President Richard Roberts worked closely with Airframes, Inc. of Big Lake, Alaska which manufactures type certified aircraft parts, including the all-important fuselage. Roberts was also authorized to manufacture, sell and service Dakota Cub products and saw an opportunity to merge the two companies into a single new company (Northern Airframes, LLC) that would centralize the repair and parts business and provide an opportunity to develop a new airplane, the Super 18, based on the Super Cub. The airplane would come standard with many modifications that were developed over the years by Alaska bush pilots. After meeting with the Anchorage Economic Development Corporation and Alaska InvestNet, Roberts came to the Alaska Manufacturing Extension Partnership (AMEP), a NIST MEP network affiliate, to get a fresh perspective and a solid critique.

##### Solution:

AMEP worked with Northern Airframes to develop a comprehensive business plan which was approved by the stakeholders. Roberts then secured exclusive manufacturing rights to Dakota's soon-to-be-certified Super 18 design and used his business network to attract a \$3 million investment capital toward building the new company. With additional investment for the manufacturing side of the business, Northern Airframes will hold a dominant position in the Super Cub market.

##### Results:

\* Secured \$3 million from investor.

##### Testimonial:

I credit all of these entities (AMEP, AEDC, Alaska InvestNet) with helping me prepare a solid business plan that helped attract the right investor."

Richard Roberts, President